ROMANCES OF THE BUSINESS WORLD



The architect took him in and they The architect took him in and they went from room to room until they had seen ten or twelve of the safes. Robbins made a careful examination. "Well!" sala the architect, when Robbins declared he had seen enough, "it is at 1 told you, isn't it?"
"Yes," replied Robbins. "The company is to blame, and you are to blame, too."

extraordinarily good "goodies."

At your grocery store.

The Southern

RICHMOND, VA.

BEST Sone

"What's that!" exclaimed the architect.

"My dear sir," said Robbus, "a slight oversight is the cause of all the trouble with those safez. When you planned this building you made calculations, no doubt, for the customary settling, but y u did not take these safes into consideration. See here:"

And then he showed that the rigid frame into which the safes had been set had thrown them out of plumb as the building settled.
"Eyers one of these safes can be put in first-class order without much trouble," said Robbins, "and the company should do it. I'll so report to headquarters it is too bad it was not done promptly upon the receipt of your contilint. I think when all the facts are known the person responsible will have an unpleasant time. Discourtesy is had business, and costly, too."

he architect had been looking care-

he architect had been looking carefully at the frames into which the safes had been set and was inclined to think Robbins's idea might be cor-

Baking Powder has more to do with successful housekeeping than most people If you are minus good cooking, add GOOD LUCK to your grocery list.

rect.

But carefully as the architect studied the frame problem, Robbins studied the architect more carefully, and when the architect more carefully, and when the architect more carefully, and when the rigid frames had much to do with foulful the safes, Robbins was ready.

"My dear sir," said he, "you're an honest man or you would not make that acknowledgment."

The arctitect modesty accepted the compliment.

"But," added Robbins, "there is one thing you should do in justice to yourself and to all concerned. My company but the safes in this building. All the trade knows that. If the award is made for the safes in the amnex without us having even a chance to Manufacturing Co.

president. As he gave some illustra-tions of the pettiness of that official the architect stopped him. / "What's that man's name?" the ar-"What's that man's name?" the architect asked.
Robbins told him.
The architect brought his fist down nard on the table. "That's the brute who has been writing me the letters 1 told you about." he said.
The architect pondered a few moments, and then he looked his companion full in the eye.
"Robbins," he said, "I like you.

Enables an ordinary cook to make

heartiness that probably never had been displayed in that office hefore. Robbins sent a telegram to New York, and then he went to bed. So soon as he was refreshed he left Pittsburg and proceeded to the factory of the company. There he left the specifications and gave directions about the building of the safes, and he also gave orders for repairing the safes in the main building, for he had told the architect before he left Pittsburg that work would be done without expense to the steel prince.

His work at the factory finished, Robbins started home. He felt an elation such as he had not known in years. He felt the great joy of accomplishment, of work well done. He had done something remarkable. He had done something remarkable. He had done something remarkable. He had done something the trade would recall for years and years. He had won the biggest order the safe business ever had known and won it in a manner little short of spectacular.

He walked into his office in Philadelphia pleased with himself and picased with the world. Picking up the mail that had accumulated in his absence, he opened a letter from headquarters marked "personal." It was from the vice-president and demanded an explanation of why he left his own territory and went into the division of another branch manager without permission from the head office.

Robbins had to visit New York to explain. It was 4de for him to point out to the vice-president that he had done something for which he should receive the hearty commendation of the company; that in his fidellity to the company; that in his fidell

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